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Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
----------099543 041914Z /42
R 071421Z AUG 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 0873
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT

UNCLAS SECTION 01 OF 02 BONN 14275

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - RO INTERNATIONAL, INC.,
WICHITA, KANSAS

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

KLOECKNER U. CO.
DIREKTION BAUMASCHINEN
KLOECKNERHAUS
D-4100 DUISBURG 1
CONTACT: MR. W. SCHOTANUS
PHONE: 0203/182410
TELEX: 085518341
COMMENT: AFTER EXAMINATION OF US FIRM'S BROCHURES AND
DISCUSSION WITH KLOECKNER'S MANAGING STAFF, MR. SCHOTA-
NUS INFORMED POST THAT RO STINGER II-TRUCK MOUNTED
CRANES COULD FIT WELL INTO FIRM'S DELIVERY PROGRAM IN
WEST GERMANY, BELGIUM/LUXEMBOURG AND THE NETHERLANDS.
AS US TRUCKS ARE RARELY SOLD IN THESE THREE
COUNTRIES, KLOECKNER ASKS FOR PROPOSALS FOR MOUNTING
OF THE CRANES ON CURRENT EUROPEAN TRUCK MODELS LIKE
MAGIRUS-, MERCEDES-, RESP.VOLVO - UNDERCARRIAGES. RO
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INTERNATIONAL INC. IS ASKED TO DIRECTLY SEND DETAILED
OFFERS TO FOLLOWING ADDRESSES:
1) KLOECKNER BAMACO KG
GOTTLIEB-DAIMLER-STR. 35
D-2805 STUHR 1 - BRINKUM/BREMEN
CONTACT: GEN.MAN.MR. VOGT
2) KLOECKNER BAMACO N.V.

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37, BRUSSELSESTEENWEG
NOSSEGEM (BRABANT)
BELGIUM
CONTACT: GEN.MGR. MR. HOLST
3) KLOECKNER BAMACO N.V.
KONINGSWEG 12
SOEST
NETHERLANDS
CONTACT: GEN.MGR. MR. HOOGEVEEN
KLOECKNER U. CO. IS ONE OF THE LARGEST GERMAN
CONSTRUCTION MACHINERY MANUFACTURERS AND TRADE CONCERNS.
FIRM HAS WORLD-WIDE SALES.
FIRM'S DATA: ESTABLISHED: 1906, EMPLOYS: 8500, ANNUAL
SALES: DM 6770 MILLION. FINANCIAL REFS: LANDESZENTRAL-
BANK, DEUTSCHE BANK, COMMERZBANK AND DRESDNER BANK,
ALL IN 4100 DUISBURG.

AMCONSUL FRANKFURT COMMENT:
PRIOR TO MARKETING THE LINE OF CRANES AND
DERRICKS IN FEDERAL GERMANY THROUGH DISTRIBUTORS AND/OR
SALES AGENTS, THE EQUIPMENT WILL HAVE TO BE OFFICIALLY
APPROVED BY THE FOLLOWING NATIONAL ORGANIZATIONS/
AUTHORITIES FOR RELIABILITY OF SERVICE AND SAFETY, AND
FOR MEETING APPROPRIATE STRINGENT ENGINEERING STANDARDS:
-FACHAUSSCHUSS HEBEZEUGE I (BERUFSGENOSSENSCHAFT),

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UNCLASSIFIED

ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
---------099556 041915Z /42
R 071421Z AUG 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 0874
AMCONSUL DUSSELDORF

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AMCONSUL FRANKFURT

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HOFFNUNGSSTRASSE 2, POSTFACH 6823; D-4300 ESSEN 1
(EQUIVALENT TO OSHA);
- VEREINIGUNG TECHNISCHER UEBERWACHUNGSVEREINE E.V.
KURFUERSTENSTR. 56, D-4300 ESSEN.
ATTACHED TO THE ADS REQUEST WAS A LIST OF 17 NAMES
OF LEADING WEST GERMAN COMPANIES WHICH THE ADS APPLICANT
SPECIFICALLY ASKED NOT TO CONTACT FOR THIS SURVEY.
THESE NAMES, HOWEVER, INCLUDE THOSE LEADING BUSINESS
PROSPECTS FROM OUR CONSULAR DISTRICT WHICH WOULD BEST
BE SUITABLE FOR SUCH EQUIPMENT. AFTER ALL, THE NUMBER
OF DISTRIBUTORS WELL EQUIPPED TO HANDLE
SUCH PRODUCTS--AS OFFERED-IS LIMITED IN OUR AREA.
THE ADS APPLICANT ALSO MIGHT WISH TO CONSIDER ENTERING
INTO LICENSING ARRANGEMENTS WITH SUITABLE WEST GERMAN
ORIGINAL EQUIPMENT MANUFACTURERS FOR REASONS OF
MUTUAL ADVANTAGE, THERE BY ALSO UTILIZING DISTRI-
BUTION, MAINTENANCE, AND SERVICING FACILITIES OF THE
GERMAN PARTNER. THE NAMES OF SUCH MANUFACTURERS WILL BE
AVAILABLE DIRECTLY FROM LIKO DEPARTMENT OF VDMA, LYONER
STRASSE 18, D-6000 FRANKFURT/MAIN.
THE MARKETING/INDUSTRIAL CONSULTANT, MR. HARRY GUY, M.
SC., OF D-6000 FRANKFURT/MAIN BERGEN ENKHEIM-60, OST-
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PREUSSENSTR. 1; TELEPHONE: 06194-33841, HAS SHOWN AN
INTEREST IN THIS EQUIPMENT AND WILL AWAIT DIRECT CONTACT
FROM THE U.S. COMPANY, IF HIS SERVICES ARE REQUIRED.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
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Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1978/newtext/t19780889/aaaacwto.tel
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Litigation History:
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1810108
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - RO INTERNATIONAL, INC., WICHITA, KANSAS DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/d0340467-c288-dd11-92da-001cc4696bcc
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